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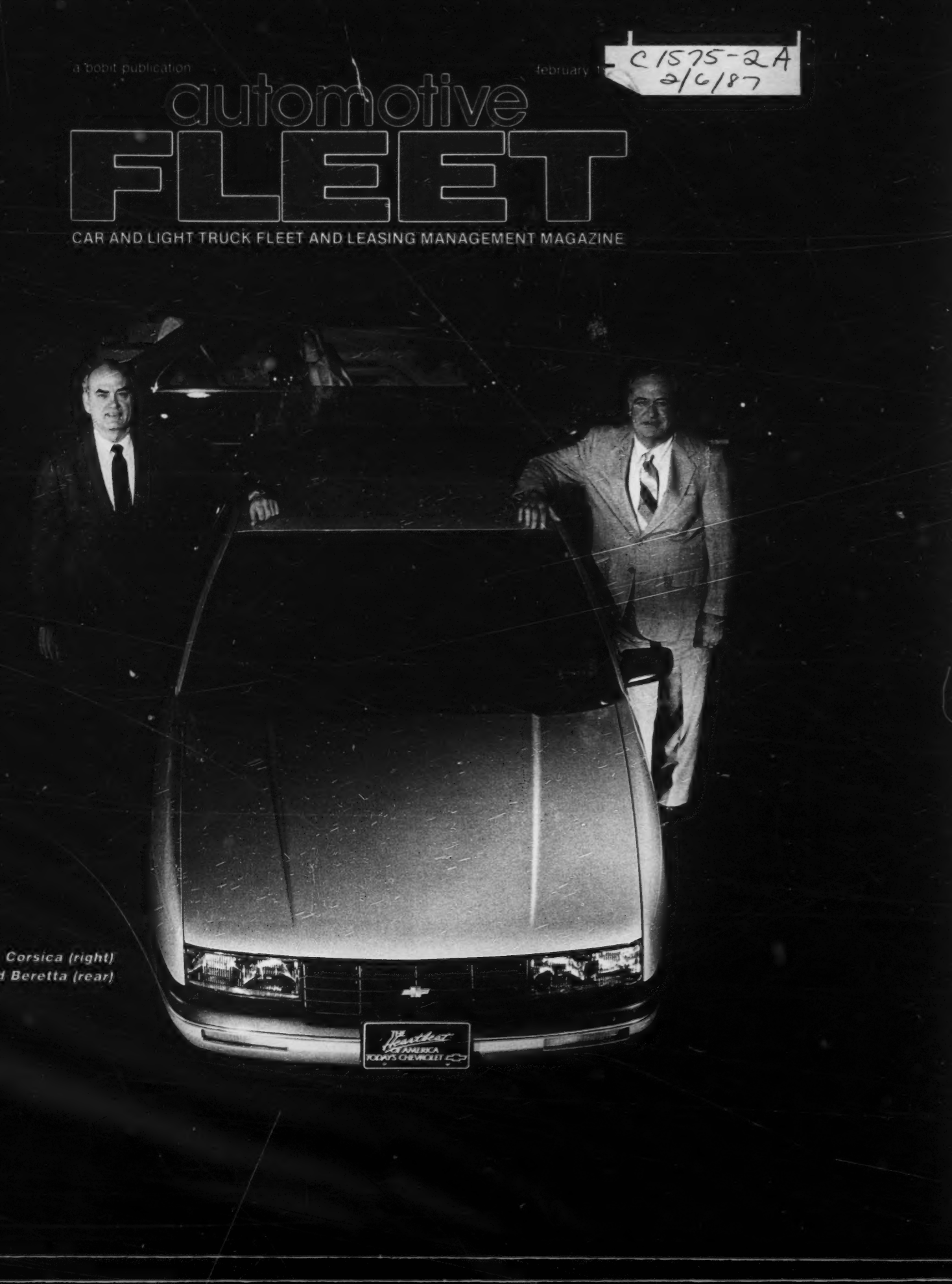
february

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Corsica (right)
d Beretta (rear)

automotive FLEET bp
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

FEBRUARY 1987
VOL. 26, NO. 4

Influencing the management of
4,584,000 cars and 1,970,000 light trucks
and vans in business, leasing, rental,
utility, government, police and taxi fleets.

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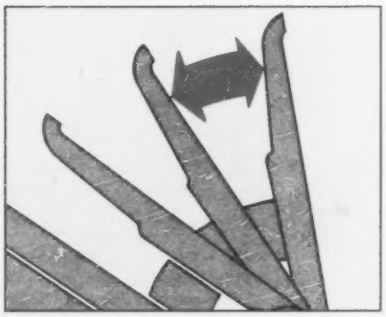

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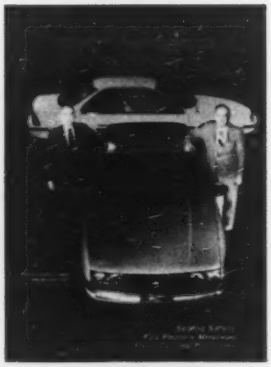

On the cover: Flanking Chevrolet's new Corsica (Beretta's at rear) are Bob Starr, Chevy general sales and service manager (left), and George Frink, the division's director, fleet sales. Story on page 38.

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For Common Fleet Vehicles

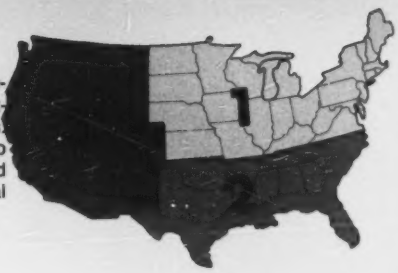
'87 EPA MPG Ratings

MPG CTY	MPG HWY	MAKE	TRANS-MISSION	CID/ # of CYL
SUBCOMPACTS				
31	33	Chev Spectrum	A3	90/4
29	33	Dodge Colt	L3	90/4
25	30	Chev Chevette CS	L3	98/4
25	30	Pontiac 100	L3	98/4
24	26	Dodge Colt	L3	98/4
23	27	Plymouth Turismo	A3	135/4
22	27	Dodge Daytona	L3	152/4
18	27	Ford Mustang	L4	302/8
17	25	Chevy Camaro	L4	305/8
16	25	Chevy Camaro	L4	350/8
COMPACT CARS				
28	32	Chevy Nova	L3	97/4
27	31	Renault Alliance	A3	85/4
26	30	Nissan Sentra	L3	98/4
25	31	Toyota Camry	L4	122/4
25	31	Oldsmobile Firenza	L3	122/4
25	30	Ford Laser	A3	98/4
25	31	Buick Skyhawk	L3	122/4
25	31	Pontiac Sunbird	L3	122/4
24	29	Renault Alliance	A3	105/4
24	31	Chevy Cavalier	L3	121/4
24	31	Oldsmobile Firenza	L3	121/4
23	30	Cadillac Cimarron	L3	121/4
23	27	Dodge Shadow	A3	135/4
23	28	Plymouth Sundance	A3	135/4
22	32	Oldsmobile Calais	L3	151/4
22	32	Pontiac Grand AM	L3	151/4
22	32	Buick Somerset/Skylark	L3	151/4
22	27	Ford Tempo	A3	140/4
22	27	Lincoln-Mercury Topaz	A3	140/4
21	27	Buick Skyhawk	L3	121/4
21	27	Pontiac Sunbird	L3	121/4
20	26	Cadillac Cimarron	L3	173/6
20	27	Pontiac Grand AM	L3	121/4
19	27	Oldsmobile Calais	L3	181/6
19	23	Dodge Shadow	A3	135/4
18	27	Lincoln-Mercury Cougar	L4	302/8
18	23	Ford Thunderbird	L4	302/8
MID-SIZE CARS				
23	28	Dodge Aries	A3	135/4
23	26	Plymouth Caravelle	A3	135/4
23	26	Dodge Lancer	A3	135/4
23	26	Chrysler LeBaron	A3	135/4
23	26	Chrysler LeBaron GTS	A3	135/4
23	28	Plymouth Reliant	A3	135/4
23	26	Dodge 600	A3	135/4
22	27	Dodge Aries	L3	152/4
22	27	Plymouth Caravelle	L3	152/4
22	32	Chevy Celebrity	L3	151/4
22	32	Buick Century	L3	151/4
22	32	Oldsmobile Cutlass Ciera	L3	151/4
22	27	Dodge Lancer	L3	152/4
22	27	Chrysler LeBaron	L3	152/4
22	27	Chrysler LeBaron GTS	L3	152/4
22	27	Chrysler New Yorker	L3	152/4
22	27	Plymouth Reliant	L3	152/4
22	27	Dodge 600	L3	152/4
22	32	Pontiac 6000	L3	151/4
20	26	Chevy Celebrity	L3	173/6
20	28	Chevy Celebrity	L3	173/6
20	26	Buick Century	L3	173/6
20	26	Buick Century	L4	173/6
20	26	Oldsmobile Cutlass Ciera	L3	173/6
20	28	Oldsmobile Cutlass Ciera	L4	173/6
20	26	Pontiac 6000	L3	173/6
19	24	Plymouth Caravelle	A3	135/4
19	24	Oldsmobile Cutlass Supreme	L3	231/6
19	24	Pontiac Grand Prix	L3	231/6
19	24	Pontiac Gran Prix	L3	262/6
19	26	Pontiac Grand Prix	L4	262/6
19	24	Dodge Lancer	L3	135/4
19	24	Chrysler LeBaron	A3	135/4
19	24	Chrysler LeBaron GTS	A3	135/4
19	24	Chevy Monte Carlo	L3	262/6
19	26	Chevy Monte Carlo	L4	262/6
19	24	Chrysler New Yorker	A3	135/4
19	24	Buick Regal	L3	231/6
19	24	Dodge 600	A3	135/4
19	27	Pontiac 6000	L4	173/6
18	25	Oldsmobile Cutlass Supreme	L4	307/8
18	25	Buick Regal	L4	307/8
17	27	Lincoln-Mercury Continental	L4	302/8
17	23	Oldsmobile Cutlass Supreme	L3	307/8
17	25	Cadillac Eldorado	L4	249/8
17	24	Pontiac Grand Prix	L4	305/8
17	27	Lincoln-Mercury Mark VII	L4	302/8
17	24	Chevy Monte Carlo	L4	305/8
17	23	Buick Regal	L3	307/8
17	25	Buick Regal	L4	231/6
17	25	Cadillac Seville	L4	249/8
16	21	Dodge Diplomat	L3	318/8
16	21	Plymouth Gran Fury	L3	318/8
16	21	Chrysler Newport/Fifth Avenue	L3	318/8
LARGE CARS				
18	25	Cadillac Brougham	L4	307/8
18	23	Chevy Caprice	L3	262/6
18	25	Chevy Caprice	L4	307/8
18	27	Chevy Caprice	L4	262/6
17	25	Cadillac Fleetwood/Deville	L4	302/8
17	24	Cadillac Limousine	L4	249/8
17	27	Ford LTD Crown Victoria	L4	302/8
17	27	Lincoln-Mercury Town Car	L4	305/8
16	24	Chevy Caprice	L4	305/8
SMALL STATION WAGONS				
25	31	Oldsmobile Firenza Cruiser	L3	122/4
25	31	Pontiac Sunbird Wgn	L3	122/4
24	31	Chevy Cavalier Wgn	L3	121/4
24	31	Oldsmobile Firenza Cruiser	L3	121/4
24	31	Buick Skyhawk Wgn	L3	121/4
23	24	Dodge Colt Vista	L3	122/4
MID-SIZE STATION WAGONS				
23	26	Dodge Aries Wgn	A3	135/4
23	26	Plymouth Reliant Wgn	A3	135/4
22	27	Dodge Aries Wgn	L3	152/4
22	32	Chevy Celebrity Wgn	L3	151/4
22	27	Plymouth Reliant Wgn	L3	152/4
22	27	Chvy Twn & Ctry Wgn	L3	152/4
21	28	Buick Centry Wgn	L3	151/4
21	28	Olds Cutlass Cruiser	L3	151/4
21	28	Pontiac 6000 Wgn	L3	151/4
19	27	Chevy Celebrity Wgn	L4	173/6
19	24	Chry Twn & Ctry Wgn	A3	135/4
19	27	Pontiac 6000 Wgn	L4	173/6
LARGE STATION WAGONS				
17	27	Linc-Merc Grand Marquis Wgn	L4	302/8
17	27	Ford LTD Crown Victoria Wgn	L4	302/8
16	24	Chevy Caprice Wgn	L4	307/8
16	24	Buick LeSabre/Electra Wgn	L4	307/8
16	24	Pontiac Safari Wgn	L4	307/8
SMALL PICK-UP TRUCKS				
21	27	Chevy S10 Pick-up 2WD	L4	151/4
21	27	GMC S15 Pick-up 2WD	L4	151/4
18	24	Ford Ranger Pick-up 2WD	L4	179/6
18	22	Ford Ranger Pick-up 2WD	M5	179/6
17	19	Chevy S10 Pick-up 2WD	L3	173/6
17	24	Chevy S10 Pick-up 2WD	L4	173/6
PASSENGER VANS				
21	26	Ford Aerostar Van	L4	140/4
17	22	Chev Astro 2WD	L4	262/6
17	22	GMC Safari 2WD	L4	262/6
15	17	Dodge B150/B250 2WD	L3	225/6
15	18	Chev G10/20 Sportvan 2WD	L4	262/6
13	17	Chev G10/20 Sportvan 2WD	L4	305/8
13	16	Chev G10/20 Sportvan 2WD	L4	350/8
11	13	Ford E150 Club Wagon	A3	351/8
CARGO VANS				
18	24	Ford Aerostar Van	L4	183/6
17	22	Chev Astro 2WD	L4	262/6
14	18	Ford E150 Econo	L4	302/6
14	16	Chev G10/20 2WD	A3	305/8
13	15	Dodge B150/B250 2WD	A3	318/8
11	13	Ford E150 Econo	A3	351/8
11	13	Ford E250 Econo	A3	351/8
11	13	Dodge B150/B250 2WD	A3	360/8
SPECIAL PURPOSE VEHICLES TWO-WHEEL-DRIVE				
20	23	Plymouth Voyager	A3	135/4
19	24	Jeep Cherokee Wgner	L4	150/4
19	22	Plymouth Voyager	A3	156/4
19	21	Dodge Caravan/Ram Van	A3	135/4
16	21	Jeep Cherokee	L4	242/6

A-Automatic
L-Lock-Up
M-Manual

USED CARS

The following are average car prices ending January 14, 1987. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
83 AMC ALLIANCE			
Sdn 4 Dr L Series	2275	2298	2229
83 AMC CONCORD			
Sdn	2496	2521	2446
Sta Wgn	2635	2661	2582
83 BUICK SKYLARK			
Sdn Custom	2981	3011	2920
82 BUICK SKYLARK			
Sdn	2419	2443	2369
83 BUICK REGAL			
Sdn	4471	4516	4383
Cpe	4598	4645	4506
82 BUICK REGAL			
Turbo Cpe	3958	3998	3879
Cpe	3832	3871	3755
83 BUICK CENTURY			
Sdn Custom	4341	4385	4254
82 BUICK CENTURY			
Sdn Custom	3558	3595	3487
83 CADILLAC			
Cpe DeVille	7152	7223	7009
Sdn DeVille	7111	7182	6969
82 CADILLAC			
Cpe DeVille	5675	5732	5562
Sdn DeVille	5635	5691	5521
83 CHEVY			
Chvt Htchbk 4 Dr	2186	2207	2142
Camaro Cpe 8	4901	4950	4803
82 CHEVY			
Chvt Htchbk 4 Dr	1707	1725	1672
Camaro Cpe 8	4173	4216	4091
83 CHEVY CELEBRITY			
Sdn	3767	3806	3692
82 CHEVY CELEBRITY			
Sdn	3064	3094	3003
83 CHEVY CAVALIER			
Sdn	3014	3045	2953
82 CHEVY CAVALIER			
Sdn	2213	2236	2169
83 CHEVY CITATION			
Cpe 6	2271	2294	2226
82 CHEVY CITATION			
Cpe 6	1733	1751	1698
83 CHEVY MALIBU			
Clas Sdn	3475	3509	3405
Clas Sta Wgn	3618	3655	3546
82 CHEVY MALIBU			
Clas Sdn	2849	2877	2791
Clas Sta Wgn	2974	3004	2916
83 CHEVY MONTE CARLO			
Cpe	4555	4601	4463
82 CHEVY MONTE CARLO			
Cpe	3634	3670	3562
83 CHEVY IMPALA			
Sdn	4058	4098	3976
82 CHEVY IMPALA			
Sdn	3105	3135	3042
Wgn 9	3226	3259	3162
83 CHEVY CAPRICE			
Sdn	4613	4659	4520
Sta Wgn	4773	4821	4678
83 CHRYSLER			
E-Class Sdn	3791	3829	3715
82 CHRYSLER			
New Yorker Sdn	4501	4547	4412
83 DODGE OMNI			
4 Dr Cust	2482	2508	2432
82 DODGE OMNI			
4 Dr Cust	1861	1880	1824
83 DODGE ARIES			
Cpe	2478	2503	2428
82 DODGE ARIES			
Sdn	1866	1885	1830
83 DODGE DIPLOMAT			
Sln Sdn	3029	3059	2969
82 DODGE DIPLOMAT			
Sln Sdn	2417	2442	2369
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	2360	2657	2577
82 FORD FAIRMONT			
Futura Sdn 4 Dr	2039	2059	1999
83 FORD MUSTANG			
L-Cpe 4	3546	3582	3475
82 FORD MUSTANG			
L-Cpe 4	2750	2778	2695
83 FORD LTD			
Sdn	3048	3079	2988
82 FORD LTD			
Sdn	3142	3174	3080
83 FORD ESCORT			
Htchbk 4 Dr	2417	2442	2368
83 FORD CROWN VIC			
Sdn	5228	5280	5122
82 FORD CROWN VIC			
Sdn	3722	3760	3647
83 FORD THUNDERBIRD			
Cpe	4789	4837	4694
82 FORD THUNDERBIRD			
Cpe	3571	3607	3499
83 LINCOLN CONTINENTAL			
Sdn	9268	9361	9083
Mark VI Cpe	9393	9488	9206
82 LINCOLN CONTINENTAL			
Sdn	7316	7388	7169
Mark VI Cpe	7500	7575	7350
83 MERCURY COUGAR			
Cpe	4872	4920	4776
82 MERCURY COUGAR			
GS Cpe	2498	2523	2448
83 MERCURY LYNX			
Htchbk 2-Dr	2388	2410	2340
83 MERCURY MARQUIS			
Sdn	3086	3116	3022
82 MERCURY MARQUIS			
Sdn	3443	3478	3375
Wgn-2S	3550	3586	3479
83 OLDS CIERA LS			
Cpe	4279	4322	4194
Sdn	4334	4378	4247
83 OLDS CUTLASS SUPREME			
Cpe	4866	4914	4770
Sdn	4730	4778	4636
82 OLDS CUTLASS SUPREME			
Sdn	3883	3922	3806
Cpe	4034	4075	3954
83 OLDS DELTA 88			
Sdn	4568	4613	4476
82 OLDS DELTA 88			
Sdn	3788	3826	3713
83 OLDS DELTA 98			
Sdn	6301	6365	6176
82 OLDS DELTA 98			
Sdn	4966	5017	4867
83 OLDS OMEGA			
Sdn	2981	3011	2920
82 OLDS OMEGA			
Sdn	2419	2443	2369
83 OLDS FIRENZA			
Sdn	3374	3408	3306
82 OLDS FIRENZA			
Sdn	2689	2717	2636
83 PLYMOUTH HORIZON			
4 Dr Htchbk	2425	2450	2376
83 PLYMOUTH RELIANT			
Cpe	2486	2510	2436
82 PLYMOUTH RELIANT			
Cpe	1852	1870	1815
83 PONTIAC FIREBIRD			
Cpe 8	4928	4978	4829
83 PONTIAC 6000			
Cpe	3940	3980	3862
Sdn	3992	4031	3912
82 PONTIAC 6000			
Cpe	3241	3273	3177
83 PONTIAC GRAND PRIX			
Cpe	4699	4746	4605
83 VOLKSWAGEN JETTA			
4 Dr Sdn	4057	4098	3976
82 VOLKSWAGEN JETTA			
4 Dr Sdn	3253	3286	3188
83 VOLKSWAGEN L SERIES			
2 Dr Htchbk	2970	3000	2911
82 VOLKSWAGEN RABBIT			
2 Dr Htchbk	2191	2213	2147
83 DATSUN			
Sentra 2 Dr Std Sdn	2333	2356	2286
Stanza Hbk 4 Dr Dlx	3297	3330	3231
82 DATSUN			
210 Std 2 Dr	1673	1690	1640
Sentra 2 Dr	1895	1914	1857
Stanza Hbk 4 Dr Dlx	2579	2605	2527
83 TOYOTA			
Corolla Sedan 2 Dr	3093	3124	3031
Celica St	4428	4472	4339
Camry Sedan	5028	5078	4927
82 TOYOTA			
Corolla 2 Dr Sdn	2363	2387	2316
Celica St Cpe	3488	3523	3418

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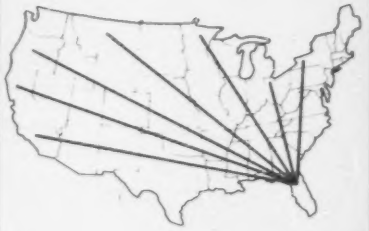

JIM BUSHERT
at
Fleet Liquidators
4810 W. Union St.
Tampa, FLA 33607

GAS PRICES

City	UNLEADED Cost Per Gallon Unleaded Full-Serve	Self-Serve
Phoenix, AZ	111.2	79.6
Santa Ana, CA	121.9	72.9
Hartford, CT	107.9	92.9
Washington, D.C.	132.9	87.7
Atlanta, GA	111.6	74.9
Honolulu, HI	148.5	111.9
Chicago, IL	121.0	91.2
Hutchinson, KS	99.9	71.2
New Orleans, LA	105.2	82.6
St. Paul, MN	110.7	85.7
Charlotte, NC	123.4	83.9
New York, NY	91.9	78.9
Tulsa, OK	91.6	71.2
Houston, TX	118.3	74.0
Tacoma, WI	143.9	79.4

Survey conducted during the first five working days of January 1987.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.